

Message Text

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 INR-07 NSAE-00 FAA-00 L-03 IO-10 SS-15 NSC-05

PA-01 USIA-06 PRS-01 SP-02 /072 W

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FM AMEMBASSY BONN

TO AMEMBASSY PARIS IMMEDIATE

INFO SECSTATE WASHDC 2009

USMISSION USBERLIN

AMEMBASSY LONDON

USMISSION NATO BRUSSELS

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E.O. 11652: N/A

TAGS: EAIR, WB, FR, US, UK

SUBJECT: CIVAIR: PAA PARIS-BERLIN CHARTERS

REF: A. PIERRE-MONROE TELCON B. BONN 12530

1. IN CONVERSATIONS WITH ACTING FRENCH CAA ON PAA'S
PARIS CHARTERS PROBLEM WE HAVE POINTED OUT THAT AIR
FRANCE HAS BENEFITTED FROM RECENT IGS ROUTE DIVISION
IN THAT ONE DIRECTLY COMPETITIVE PAA AFTERNOON COLOGNE
SERVICE HAS BEEN DROPPED. MOREOVER, FORTHCOMING
BA/PAA MOVE SHOULD ELIMINATE ANY DISADVANTAGE AIR FRANCE
HAS EXPERIENCED AS THE ONLY SCHEDULED CARRIER USING
SOMETHING LESS CONVENIENT TEGEL AIRPORT. BEGIN FYI: OUR
MOST RECENT TRAFFIC DATA INDICATES THAT AIR FRANCE'S
LOAD FACTOR ON ITS PARIS - BERLIN SERVICE DIPPED
SHARPLY IN JULY TO 31 PERCENT. AN EXAMINATION OF LOAD
FACTORS FOR THE BERLIN-COLOGNE SECTOR OF AIR FRANCE'S
SERVICE SHOWS A STEADY DECLINE FROM MAY, SUGGESTING
THAT THE DROPPING OF THE PAN AMERICAN SERVICE AT
COLOGNE HAS PROBABLY HAD LITTLE ACTUAL EFFECT. IN
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GENERAL, THE DATA FOR THE YEAR TO DATE APPEARS TO

PERMIT NO CONCLUSIONS - INDEED THE ONLY DEFINITE
OBSERVATION POSSIBLE IS THAT AIR FRANCE'S PERFORMANCE
ON THE SERVICE IS CONSISTENTLY LESS THAN SATISFACTORY.
THIS ALONE SUGGESTS TO US THAT THE INCREASED CHARTER
ACTIVITY IN THE SPRING IN ITSELF PROBABLY DID NOT
HURT AIR FRANCE; HOWEVER, IT WOULD PROBABLY BE DIFFICULT
TO CONVINCE THE FRENCH OF THIS FACT. END FYI.

2. WE CONTINUE TO THINK THE OVERRIDING ARGUMENT TO
STRESS WITH FRENCH OFFICIALS IS THE POLITICAL ONE THAT
THE ALLIES SHOULD NOT TAKE ACTIONS WHICH RESTRICT
BERLIN AIR SERVICES. FURTHERMORE, PRESENT GOF APPROACH
IF IT BECOMES KNOWN WIDELY COULD WELL INFLUENCE OTHER
FRIENDLY GOVERNMENTS TO BE MORE RESTRICTIVE IN GRANTING
LANDING RIGHTS FOR BERLIN FLIGHTS THAN HAS BEEN THE
CASE IN THE PAST. IN VIEW OF A REPORT FROM PAA THAT
THE TRAVEL AGENT ORGANIZING THE PARIS PROGRAM INTENDS TO
HOLD A PRESS CONFERENCE ON MONDAY, AUGUST 11 CRITICIZING
THE ALLIES FOR INTERFERING WITH BERLIN AIR SERVICES,
WE THINK IT MIGHT BE USEFUL FOR EMBASSY PARIS TO
APPROACH THE QUAI ONCE AGAIN, DRAWING ON THE ABOVE. WE
WILL CONTINUE TO PRESS FRENCH EMBASSY HERE FOR A QUICK
RESOLUTION OF THE PROBLEM. HOWEVER, IF WE SEE NO
FORWARD MOVEMENT BY EARLY NEXT WEEK, WE THINK
A MORE FORMAL AND HIGHER LEVEL APPROACH IN
PARIS MIGHT BE WARRANTED.

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